



Wealth Management

The Indian wealth management industry is increasing in complexity as client expectations grow and competition intensifies. Industry transformation, market volatility, changing customer profile and expectations are posing new challenges for technology as an enabler. The industry has witnessed an emphasis away from the preservation of capital and towards accumulation and distribution of wealth. Wealthy investors are increasingly acting like institutional investors and have come to expect portfolio risk management, dynamic asset allocation and objective investment advice.

SISL's solution has been developed keeping in mind the current technology standards and architecture for

- Private Banks
- Asset Management Companies
- Brokers/Dealers
- Investment Advisors

Business Issues

Increasing Competition and Business Complexity

With greater opportunity for financial services organizations comes higher expectation from the clients. As a result, the competitive landscape is shifting to meet a new set of client needs. Both large and small firms are vying for vanguard positions in attracting and retaining high-net-worth and mass affluent investors.

Focus on Strengthening HNI/Mass affluent relationship

In order to succeed in the wealth management arena, advisors must be able to build meaningful relationships, and bind clients to the firm. This mission is best served with a single, integrated wealth management platform for viewing and managing clients' diverse assets.

Dynamic Asset Allocation

Today the customers are no longer restricted to investing in particular asset class but have the option to advise the investment manager to have dynamic asset portfolio including but not restricting to equity, bond, derivatives, bullion, real estate etc.

Introduction of sophisticated range of products

Increasing competition has also led to firms luring the customers with a range of complex financial products from derivatives market and from across various asset classes.

Solution Components

Portfolio Performance and Management

For many, the performance measurement practice is a complex maze of data mining and manually intensive calculation processes. Leveraging a data centric model, our solution integrates accounting, performance and index data. This facilitates the streamlining of audit, calculation, analysis and reporting workflow. The solution helps you communicate performance results in a way that makes sense to your clients.



Relationship Integration

Our solutions deliver wide spectrum of functionality and provide our customers with immediate access to all pertinent information on an end customer's relationship with the bank. The solution allows the advisor to access the advice and investment processes in an interconnected environment, without having to continuously switch between tools.

Performance Attribution

At the core of success is the ability to understand and clearly communicate to a client the how and why of their portfolio's performance. The solution helps you achieve this goal while supporting your unique attribution methodology, analysis and reporting needs. The solution helps the investment manager attribute performance to decision taken on asset allocation, industry and company exposure etc.

Analysis and Reporting

In today's information driven environment accurate and timely reporting to customers, internal compliance and regulatory agencies is critical. The solution comes with powerful analysis and reporting capabilities that enable you to create a full range of reports specific to your needs.

Monitoring and Alerts

The solution provides near real time monitoring of portfolios and alerts based on market conditions and variety of portfolio level parameters such as unrealized gain or loss for a security or portfolio.

Decision Support Tools

The solution also provides a powerful decision support and opportunity management tools for efficient management of investments, selling and cross selling opportunities.

Business Benefits

We have seen our clients getting the following benefits:

- 360 Degree Customer View
- Automation in areas of risk management and regulatory compliance
- Powerful decision support and opportunity tools
- Account Aggregation and Market Data Management
- E- Reporting

Technical Solutions

Our solutions are based on best in class software, adhere to industry standards and are built using a highly modular architecture so as to ensure extensibility, flexibility and easy maintenance. Our solutions are based on the J2EE and Microsoft technology platforms. Some of the tools and technologies that are used in our solutions are list below:

Microsoft Based Solutions

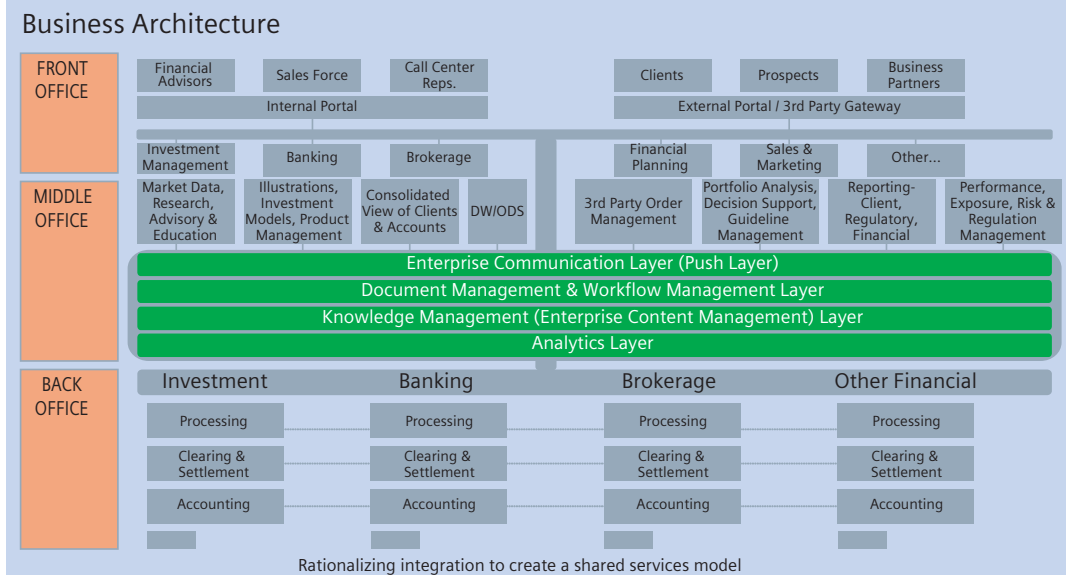
ASP, ASP.Net, VB.Net, C, IIS Visual Studio.Net

Java J2EE based solutions

Java, JSP, AJAX, J2EE
IBM Websphere/JBoss/BEA Weblogic
Eclipse/Netbeans

Database

SQL Server, Oracle, IBM DB2



All hardware and software names used are brand names and/or trademarks of their respective holders.

Right of modifications reserved.

Printed in India

Registered & Corporate Office:

Siemens Information Systems Ltd. (SISL)

130, Pandurang Budhkar Marg,
Worli, Mumbai - 400 018.
Tel.: +91 22 2498 7000 - 02
Fax: +91 22 2493 8941

www.sisl.siemens.co.in

Contact:

Soumitra Narain
Head - India Sales
SISL - Financial Services
Mumbai - 400018. INDIA
Tel.: +91-22-67572370 (W)
Cell: +91-9821223761
Email: FSmarketing.in@siemens.com